

Co-organisers



Metal Bulletin Events



World Dry Bulk Shipping Summit

30 June - 1 July 2009 | The Gibson Hall, London, EC2

Early Bird Discount
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book by
22 May 2009

Prospects for iron ore and coal freight in today's turbulent markets

Key speakers include:

- **Viral Vora**, Vice President - Shipping, ArcelorMittal Steel Group
- **Jeremy Penn**, Chief Executive, Baltic Exchange
- **Niels Wage**, Vice President Freight, BHP Billiton Marketing B.V.
- **Benoit Timmermans**, Managing Director, Bocimar
- **Philippe van den Abeele**, Managing Director, Castalia Fund Management (UK) Limited
- **Alex Gray**, CEO, Clarkson Securities Limited
- **Simon Young**, Executive Deputy Director, COSCO R&D
- **Peter Kerr-Dineen**, Joint Chairman, Howe Robinson
- **Jim Lennon**, Executive Director, Macquarie Securities Group
- **Angelo D'Amato**, Managing Director, Perserveranza S.p.A. di Navigazione
- **Koert Erhardt**, Director, Star Bulk Carriers Corp.
- **Tom Cutler**, Analyst-Trader, SwissMarine Services SA
- **Peter Hickson**, Managing Director, UBS



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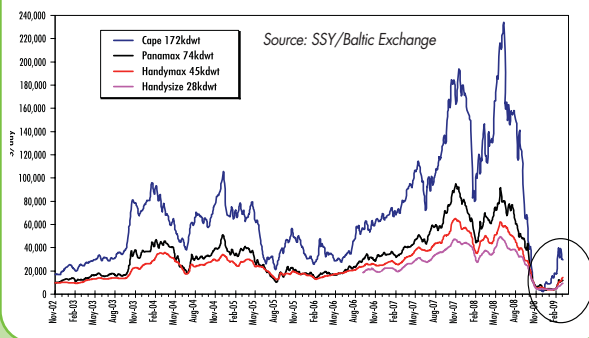
Coaltrans and Metal Bulletin are collaborating to introduce the inaugural 'World Dry Bulk Shipping Summit'. Combining the expertise of Coaltrans, the foremost name in international coal industry conferences, and Metal Bulletin Events, the market leader in events for the metal and steel markets, the 'World Dry Bulk Shipping Summit' will offer an in-depth and discursive examination of the fundamental issues now affecting the dry bulk freight industry.

The dry bulk markets have witnessed extreme volatility in the past year, with significant levels of litigation disrupting the market, strong fluctuations in the Baltic Dry Bulk Index (between December 2008 and February 2009 alone the capesize spot market jumped from USD2300 per day to USD18000 per day), and uncertainty as to when the markets are likely to recover.

The global credit crunch has compounded the difficulties, as demand for steel raw materials has slumped and vessels lie idle. It is still unclear the extent to which an enlarged order book will interact with current ship supply. There is a complex play to be made with older vessels being lined up for scrap, and uncertain levels of new-build delivery due in the second half of 2009 and 2010. Some early-stage orders are being cancelled or postponed but many of those further along into production will still make their way on to the market, creating the prospect of further oversupply and consequent dampening of prices.

In a challenging global context, where finance has become increasingly scarce – both for asset acquisitions and trade finance transactions – it is ever more important for market participants to remain abreast of the latest developments, choices and challenges facing the industry.

Baltic index average timecharter rates



About the organisers:



Coaltrans Conferences organises large-scale international coal conferences, which attract delegates from all over the world. It also runs focused regional events, exhibitions, field trips, and training courses. It has a reputation for employing the highest organisational standards. For 2009, Coaltrans is running events in Australia, China, India, Indonesia, Poland, Russia, Singapore, South Africa, the UK, and the USA.

MetalBulletin Events

Metal Bulletin Events is the world's leading provider of steel and metals business information. Metal Bulletin's product range includes its flagship news and price service "Metal Bulletin", bespoke consultancy, research reports, events/conferences and directories. A key part of the Metal Bulletin group, Metal Bulletin Events is the market leader for international steel and metals conferences. We have been producing major industry conferences for the last 30 years. We attract the best speakers and have the specialist knowledge of the market our delegates demand.

Sponsorship and Exhibition Opportunities

Make a lasting impression on your clients and key decision makers in the international shipping industry. Sponsorship opportunities at the World Dry Bulk Shipping Summit offer your company significant and lasting benefits. By taking a sponsorship option at the event, you can have your logo displayed on the main summit stage and create an opportunity for potential clients to contact you. Join us and showcase your company details in the delegate documentation and on the World Dry Bulk Shipping Summit website, with a hyperlink to your corporate homepage.

The World Dry Bulk Shipping Summit exhibition area is the heart of networking activity, ensuring interaction with the key participants in the shipping markets as well as its related industries. The exhibition is located adjacent to the auditorium and hosts all refreshment breaks – the ideal opportunity to establish business contacts and promote new products or services to the shipping markets. Joining the exhibition also guarantees inclusion in summit related websites, promotional materials, marketing campaigns and delegate information.

For the full range of options available to suit individual budgets, objectives and aspirations, please contact Hannah Lockwood, Commercial Manager, on Tel +44 20 7779 8185; Fax +44 20 7779 8946; Email h_lockwood@euromoneyplc.com



Venue

Located in the heart of the City of London, and originally built as the Headquarters of the National Provincial Bank of England, the Gibson Hall has an atmosphere of tradition and a sense of history, featuring spectacular chandeliers and Corinthian marbled columns. Dating back to the 17th Century, this Grade II building will provide a memorable experience, second to none.

13 Bishopsgate, London, EC2N 3BA
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The local tube mainline train stations are: Liverpool Street - Monument – Bank

Please enter via the Gate entrance on Adams Court, Threadneedle Street





World Dry Bulk Shipping Summit

DAY ONE - TUESDAY 30 JUNE 2009

0800 Registration and coffee

0845 **Welcome and opening remarks**
Gerard Strahan, Managing Director, Coaltrans Conferences / Metal Bulletin Events

SESSION 1: OPENING KEYNOTES

Chair: **Koert Erhardt**, Director, Star Bulk Carriers Corp.

0900 **The economic outlook for the dry bulk shipping market**

- Where the dry bulk shipping market fits in the global economic picture
- Impact of current challenges, and scenarios for future market structure and environment
- Potential timeframe for recovery
- Where might 'the green shoots' of recovery come from?

Peter Kerr-Dineen, Joint Chairman, Howe Robinson

0915 **Dispute resolution and renegotiation of shipping contracts in today's dry cargo market - A practical view**
Benoit Timmermans, Managing Director, Bocimar

0930 **China - Saviour of the shipping market?**

- Prospects for Chinese economic growth and recovery
- The outlook for Asian economies including India, and impact on raw material demand
- The impact of a volatile international economy and exchange rate fluctuations on import/export decisions

Peter Hickson, Managing Director, Global Basic Materials Strategy, UBS

0945 **A freight trader's view of the markets**

- Expectations of the market situation and development for 2009/2010
- Managing the order book
- Assessing and managing counterparty risk in a volatile market
- Strategic considerations and managing market risk

Tom Cutler, Analyst-Trader, SwissMarine Services SA

1000 **Discussion Forum**
No participants in the shipping community are immune to the effects of the current global economic situation. Our panel will discuss their outlook on the challenges to be overcome in order to achieve recovery. Are there signs suggesting a timeframe for recovery? Are there measures that industry participants can take to reinvigorate the market?

1020 Networking Break

SESSION 2: KEY DRIVERS FOR THE DRY BULK MARKETS

Chair: **Nicolai Hansteen**, Chief Economist, Lorentzen & Stemoco AS

1050 **Outlook for supply/demand of major dry bulk commodities**

- Drivers of the freight market in the first half 2009
- What are the most reliable early signals of demand growth in an opaque market?
- Outlook in light of the order book

Derek Langston, Director, SSY Consultancy and Research

1105 **A macroeconomic view of the global iron ore and steel markets**

- Global iron ore and steel demand/ supply scenarios and impact on freight market
- Developing countries - to what extent do these represent a source of market recovery?
- What does this mean for future iron ore/ steel prices?

Jim Lennon, Executive Director, Commodities Research, Macquarie Securities Group

1125 **Responding to the new market paradigm**

- China's Contribution to Dry Bulk Shipping

Simon Young, Executive Deputy Director, COSCO R&D

1140 **Global metcoal and thermal coal demand and impact on the freight markets**

- Timeframe for recovery of global metcoal demand - short, medium and long-term outlook
- Freight movements for metcoal market - how have these changed?
- Role of China in driving the metcoal markets
- Key drivers of global thermal coal markets
- Impact of freight rate drop on global thermal coal flows
- Pricing and availability

Daniel Brebner, Executive Director, Commodity Research, UBS AG

1155 **Force majeure and its application to contracts**
Damian Honey, Partner, Holman Fenwick Willan

1210 **Discussion Forum**
This discussion will centre on the key drivers for the dry bulk market and the role they might play in revitalising the sector. Our panel will debate the importance of the key freight market drivers. Do demand/supply scenarios of dry bulk commodities conform to a cyclical trend? To what extent might low freight rates attract increased transport by sea?

1230 Networking Lunch

SESSION 3: MANAGING THE NEW DELIVERY/ORDER BOOK

1340 **Impact of ship order book post-2010**

- Likely supply scenarios for 2009/2010 and beyond
- New build prospects
 - Proportion of the order book that is likely to be cancelled, and impact on the dry bulk markets
 - Extent to which the order book is financed, and implications for the market
- Impact of changes in the order book on pricing for new and second-hand ships, and availability in the short, medium and longer term
- Anticipated future market structure - capesize, panamax, handy and post-panamax numbers and usage

Susan Oatway, Senior Consultant, Drewry Shipping

1355 **The future for current and planned shipyards and impact on the order book**

- How are shipyards, shipowners and bankers coping with the global economic development downturn?
- Role of national policies for shipyards - potential to distort the market for shipbuilding, and impact on the order book
- Consequences for the existing order book - scenarios for possible future developments.

Dr Arlie Sterling, President, Marsoft Incorporated

1410 Questions & Answers

SESSION 4: FACING UP TO A NEW MARKET PARADIGM

Chair: **Guy Campbell**, Managing Director, Dry Cargo Chartering, Clarksons London

- 1415 **Adapting to a changed landscape in the dry bulk shipping market - A ship-owner's perspective**
- Survival of the fittest - to what extent can one protect against counterparty risk?
 - The maintenance of long-term relationships in a testing market
 - Strategies for the future - establishing a timeframe for renewed business growth
- Angelo D'Amato**, Managing Director, Perseveranza S.p.A. di Navigazione
- 1430 **A balanced view from an owner and charterer - Solutions to disputes in current markets**
- What are some of the key issues experienced and why?
 - What implications has this had upon current contracts and their terminology?
 - Could these issues have been avoided and what are the steps going forward to ensure creative solutions for finding a fair outcome for users of freight
- Tom Beney**, Business Development Manager, Cargill Ocean Transportation
- 1445 **Panel: Facing up to the realities of a changed market**
- A short-medium term look at the changed market
 - Demand and supply drivers affecting dry cargo - where might recuperation come from?
 - Negotiating and ensuring long-term sustainability of prices
 - Transparency and company structures in shipping today
 - **Angelo D'Amato**, Managing Director, Perseveranza S.p.A. di Navigazione
 - **Tom Beney**, Business Development Manager, Cargill Ocean Transportation
 - **Viral Vora**, Vice President - Shipping, ArcelorMittal Steel Group
 - **Niels Wage**, Vice President Freight, BHP Billiton Marketing B.V.

1515 Networking Break

SESSION 5: RISK MANAGEMENT

Chair: **John Banaszekiewicz**, Managing Director, Freight Investor Services Limited

- 1545 **Chair's opening remarks**
- 1555 **Managing credit risks in today's volatile shipping markets**
- Credit risk assessment, measurement and management
- Bimal Kumar**, Credit Risk Analyst, RWE Supply & Trading GmbH
- 1610 **Risk management procedures and good practice in today's shipping markets**
- Value at risk • Counterpart at risk • Cashflow at risk
 - Key considerations when setting up an effective and efficient risk management system
 - Using FFAs effectively
 - Benefits of a strong risk management system on the overall business
- Michael Gaylard**, Strategic Director, Freight Investor Services Limited
- 1625 **Clearing and netting as risk management tools for the dry bulk shipping markets**
- Regulating the markets for freight derivatives
 - Role of clearing in facilitating effective risk management
- Isabella Kurek-Smith**, Director, Head of Energy and Freight Markets Commercial Services, LCH.Clearnet Limited

1640 Discussion Forum

The discussion forum will address the ongoing credit crisis in the shipping markets. Our speakers will discuss key risk management techniques and how to identify which counterparties may present credit challenges going forward. They will also review the use of netting and clearing as risk management techniques and give up to the minute advice on good risk management procedures.

1700 **Chair's closing remarks and close of Day 1, followed by Networking Drinks Reception**

DAY TWO - WEDNESDAY 1 JULY 2009

0800 Morning coffee

0845 **Welcome and opening remarks**
Sarah Robertson, Conference Producer, Coaltrans Conferences

SESSION 6: FUTURE DEVELOPMENT OF THE FFA MARKETS

- 0900 **What can FFAs offer in today's market?**
- Current position of the Baltic Dry Index and review of liquidity
 - Using FFAs in your recovery strategy
 - Impact of FFAs on the physical market...Real or imagined, problem or benefit?
 - FFAs as a potential solution to credit issues in the physical market
- Jeremy Penn**, Chief Executive, The Baltic Exchange
- 0915 **The impact of a centralised screen for the FFA market**
- Ownership contentions - to whom would the data/platforms belong?
 - Advantages and challenges of using screen trading for FFAs
 - Price transparency and liquidity
 - Scenarios - timeframe for the introduction of a centralised trading screen
- Duncan Dunn**, Senior Director and Business Development Manager, SSY Futures
- 0930 **An FFA user's perspective on the market**
- The pros and cons of using FFAs for a physical market player
 - The drop in the market - how this has impacted on the use of FFAs and the strategy going forward
 - Risk management challenges
- Mark Jackson**, Director, A. M Nomikos & Son
- 0945 **Growth of hybrid deals - Physical and derivatives**
- Fixed and floating physical charters explained
 - The new path to effective clearing of physical
- Alex Gray**, CEO, Clarkson Securities Limited
- 1000 **OTC vs Cleared: Where now for the smaller players?**
- Is the OTC market dead or just sleeping?
 - Pros and cons of the two approaches. Is there a third way?
 - The role of banks in the future. Can they adapt to the new world?
- Richard Bowler**, Director, Citigroup Global Markets

- 1015 **Legal life in OTCs**
- Black Autumn
 - Resuscitation?
 - Clearing
 - Failed to be cleared trades?
- Brian Perrott**, Partner, Holman Fenwick Willan

1030 Discussion Forum

FFAs have been blamed, perhaps unfairly, as being a significant source of the damage inflicted on the market by the economic downturn. To what extent has their use exacerbated the volatility in the market? Should the use of FFAs be more stringently regulated? How will the scope of their use, and the way they are used, change in future? How can physical market operators make better use of FFAs as a risk management tool?

1100 Networking Break

SESSION 7: THE CURRENT AND FUTURE ROLE OF FINANCE IN DRY CARGO MARKETS

- 1130 **Financing the dry bulk industry - Impact of the global economic situation on availability of funds to the shipping markets**
- What is the future of ship lending?
 - The impact of increased bank regulation on future boom/bust cycles
 - The impact of the economic downturn on finance for ships
 - How can shipping compete with other industries in raising bank finance?
 - Sources of finance that shippers can draw upon
- Evan Cohen**, Managing Director, Dry Bulk Group, DVB Bank

- 1145 **Investment opportunities in the shipping industry**
- Raising funds in 2009
 - Investing in distressed shipping assets – the economics and timing
 - Our word is our bond – a defunct motto?
- Philippe van den Abeele**, Managing Director,
Castalia Fund Management (UK) Limited

- 1200 **Navigating around independent interests: The financial workout**
- Consideration of enforcement/negotiation of contractual obligations - bank perspective/owners' perspective
 - Impact of trade creditors
 - Impact of companies seeking protection from Courts on ability to negotiate
- Mark O'Neil**, Partner, Reed Smith LLP

1215 **Discussion Forum**
The economic climate has meant that many in the shipping industry find themselves in a considerably different financial position to this time last year. In this session, our speakers will discuss fundamental advice on adapting to this changed environment. Where do the opportunities in this environment lie? In what areas is money likely to be invested? What is the key advice of financiers for those looking to attract investment?

1245 Networking Lunch

CHOICE OF STREAMED SESSIONS

The Summit will divide into two streams on the second afternoon, enabling delegates to select the topic of most interest to their own business needs. Stream 8A will focus on Litigation and Legislation, Stream 8B will focus on Scrapping, Lay-up and the Environment. Please state your choice of stream on page 6.

STREAM 8A: LITIGATION AND LEGISLATION WORKSHOP

Workshop Leaders:

- **Nick Shaw**, Partner, Reed Smith LLP
- **Mark O'Neill**, Partner, Reed Smith LLP

- 1400 **Key lessons to be learned from recent litigation in the markets**
- Case studies
 - Alternative options for debt recovery
 - Key factors to consider before initiating proceedings
 - How contracts may change due to recent developments
- 1415 **Re-appropriation of assets in the event of bankruptcy**
- Reassigning assets - what constitutes fraud?
 - Appropriating assets - detecting malpractice
 - Methods used to trace assets
 - Dealing with the disposal of assets following the insolvency of a charterer
- 1430 **The impact of US legislation in driving the markets Rule B**
- How it works and what is covered.
 - Deterrent or impediment? The extent to which this is impeding liquidity in the market
 - When Rule B should be used
 - The pros and cons of registering a company in the US
 - Potential for more contracts to be non-dollar denominated to avoid Rule B restrictions
- Chapter 11**
- The pros and cons of using Chapter 11 - to what extent does it damage long-term relationships?

- 1445 **Guest Workshop speaker:**
John Tsatsas, President, London Maritime Arbitrators Association

The role of mediation and arbitration in resolving market disputes

- Joint new initiative by the Baltic Exchange and the London Maritime Arbitrators Association to set up a mediation service to resolve disputes pre-legally
- The role of arbitration in settling disputes, and the role of the London Maritime Arbitrators Association in particular
- Avoiding disputes - preparation and necessary considerations
- Arbitration vs. legal proceedings - pros and cons

- 1500 **Discussion forum**
The dry bulk shipping markets have seen tremendous turmoil over the past few months and litigation has been a key part of this. This discussion forum will feature debate and insight into the legal proceedings that have taken place recently, and the impact that these are likely to have in shaping future contracts and market relationships.

1545 **Close of Stream 8A**

1600 Closing Drinks

STREAM 8B: SCRAPPING, LAY-UP AND THE ENVIRONMENT

Chair: **Niels Bjoern Mortensen**, Chief Marine Technical Officer, Bimco

- 1400 **Chair's opening remarks**
- 1415 **The economics of scrapping**
- The macro-economical aspects of the ship recycling industry
 - The structure of ship scrapping supply
 - The structure of ship scrapping demand
 - Legal framework during the interim period between adoption of the IMO ship recycling convention and its entry into force
- Briac Beilvert**, Managing Director, Eckhardt Marine GmbH
- 1430 **The role of lay-up in driving the market**
- Current and long-term trends in lay-up
 - Hot vs. cold lay-up and economics
 - Technical considerations
 - Potential for ships in hot lay-up to be brought back quickly into the market and to influence supply/demand dynamics
 - Lay-up scenarios and differing impacts on the market
 - Lay-up vs. scrapping – economic and commercial considerations
- Wilhelm Magelssen**, Senior Vice President, Head of Global Marketing & Customer Support, Det Norske Veritas AS
- 1445 **Managing the environmental impact of scrapping**
- Key environmental considerations when scrapping
 - Ensuring compliance to IMO guidelines in a cost-effective manner
 - The importance of planning ahead - key factors to take into account
 - The impact of IMO guidelines on the dry bulk shipping industry
- Henning Gramann**, Head of Ship Recycling Group, Germanischer Lloyd

- 1500 **Discussion Forum**
The rate of scrapping is predicted to increase over the coming year, at a time when the shipping industry is coming under increasing scrutiny by governments. The panel will debate the extent to which scrapping is an attractive option. What are the key challenges facing the scrapping industry? Do the economics of scrapping stand up and what is the best practice to manage the environmental impact surrounding the scrapping decision?

1545 **Close of Stream 8B**

1600 Closing Drinks

The easiest way to register is online at www.coaltrans.com/wdbss

Two other ways to register

Fax:
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Coaltrans Conferences Ltd
Nestor House, Playhouse Yard
London EC4V 5EX, UK

To enquire about the summit

Email:
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EARLY BIRD FEE £1,249.00 (by 22 May 2009) - **STANDARD FEE £1,399.00** (after 22 May 2009)

Fee includes: 1. Attendance to all summit sessions 2. Full summit documentation, which includes copies of all available speakers' papers 3. Refreshments, lunches and evening receptions

Delegates	By 22 May 2009	After 22 May 2009	Discount
<input type="checkbox"/> 1st	£1,249.00+VAT =£1,436.35	£1,399.00+VAT =£1,608.85	
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For all information on group booking discounts for 4 or more delegates, please contact Romain Ollichon on +44 20 7779 8731; rollichon@euromoneyplc.com

All bookings made on-site (30 June - 1 July) will be subject to a £100 administration charge.

Documentation only £600 – Soft Copy

HOTEL

To book hotel accommodation please contact the reservations team at Banks Sadler on +44 (0) 1904 682 639 or email: Coaltrans@banks-sadler.co.uk. Banks Sadler have negotiated preferential room rates on behalf of all Coaltrans/Metal Bulletin delegates and look forward to assisting you with the best accommodation for your budget. Availability is limited, so please ensure to place your booking by May 29 in order to secure these preferential rates.

Note the cancellation terms upon receipt of your confirmation from the hotel.

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Please supply your company description

Company Activity (EXAMPLE: Power GenCo operates three 200MW power plants in the UK and consumes 4MT of coal.)

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IT IS IMPORTANT TO FILL OUT ALL THE INFORMATION BELOW
Please photocopy this form for multiple bookings

1st Delegate details I will attend Stream 8A / Stream 8B

Mr/Mrs/Ms _____ First name _____

Surname _____

Job title _____

Tel _____ Fax _____

Email _____

Alternative Email: _____

2nd Delegate details I will attend Stream 8A / Stream 8B

Mr/Mrs/Ms _____ First name _____

Surname _____

Job title _____

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Email _____

Alternative Email: _____

3rd Delegate details I will attend Stream 8A / Stream 8B

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Payment may be made in one of three ways - please tick appropriate box

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